



Connect With The Power of HUBs.

Supplier diversity can be beneficial to both buyers and sellers. Come learn about the state government procurement process to maximize your partnership potential.

2016 PROCUREMENT CONNECTION SEMINAR & EXPO

Palmer Event Center
900 Barton Springs Rd.
Austin, Texas 78704

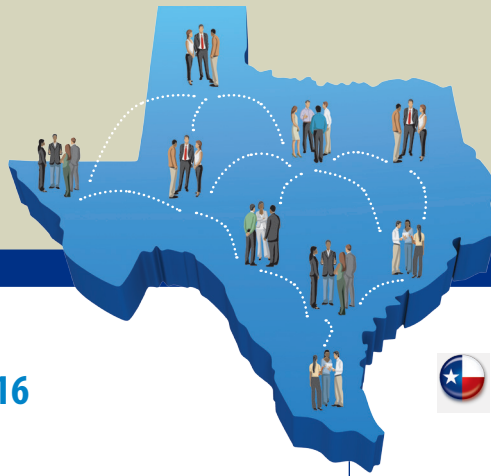
#PCSEAustin16

AUGUST 24, 2016



Statewide Historically Underutilized Business Program

AGENDA



Wednesday, August 24, 2016

7:30 a.m. – 8:30 a.m. **Registration**

8:30 a.m. – 9:00 a.m. **Welcome Remarks**
Paul Gibson, Statewide HUB Program Manager

9:00 a.m. – 12:00 p.m. **Exhibit Hall Open**

9:15 a.m. – 9:45 a.m.



Live and Virtual Discussion Groups in the Exhibit Hall

“HUB Certification” – Join the conversation on Twitter, hosted by [@txcomptroller](#), with special guest [@SBDC_LamarU](#).

Paula Grabowski, Statewide CMBL and HUB Marketing Coordinator, Texas Comptroller's office

Laura Pelech, Social Media Team Lead, Texas Comptroller's office

On location in East Texas is **Ana Pereda**, Small Business Advisor, Lamar University SBDC

Workshops

(Concurrent Workshops are held on the Second Floor)

10:00 a.m. – 11:45 a.m.



Forecasting Construction Projects

(Meeting Room 1)

Learn about upcoming construction projects and tips on preparing your business for them. The panelists will provide a wide range of knowledge and insight from the perspectives of a state agency, university and general contractor.

Facilitator: **Yolanda C. Strey**, CTPM, CTCM, HUB Coordinator, Texas Facilities Commission

Panelists: (TBA)



How to Become a Vendor for the Texas Department of Information Resources

(Meeting Room 2)

Learn how Texas state government procures IT related products and services, and how to bid on cooperative contracts used by state, local and public education institutions across Texas and in other states.

Presenter: **Lynn Sanchez**, CTCM, HUB Coordinator, Technology Sourcing Office, Texas Department of Information Resources



Structuring Your Marketing Plan

(Meeting Room 3)

Learn about tools that can help your business market to state government. Learn how to obtain historical information on state government procurement and use it to formulate your marketing plan, and to identify tools that can assist your firm with business development.

Presenter: **Laura Cagle-Hinojosa**, HUB Coordinator, Texas Commission on Environmental Quality



Writing a Winning Proposal

(Meeting Room 4)

A great proposal can be decisive in winning a contract, but a poor one can cost you the contract — even if everything else is flawless. This course will highlight key tips on how to write a winning proposal.

Presenter: **Norma Barrera**, Director of Purchasing and Contracts and HUB Office, Texas Education Agency



Understanding Federal Contracting and the Use of Surety Bonds in Construction Contracting

(Meeting Room 5)

The federal government is the nation's biggest customer and buys almost everything! Learn how you can get a piece of the American pie. This workshop provides an overview of the government market and identifies available resources. Learn what it takes to get a surety payment and performance bond, and how the Small Business Administration can help your business gain access to capital.

Presenters: **Hopeton Hay**, Director, Office of HUB Development and Federal Small Business, The University of Texas System

Sheena L. Little, Procurement Center Representative/Size Specialist, U.S. Small Business Administration

Don C. Owens, Business Opportunity Specialist, U.S. Small Business Administration

Noon – 1:30 p.m. **Luncheon**

(Lunch Hall)

Opening Remarks:

Paul Gibson, Statewide HUB Program Manager, Texas Comptroller of Public Accounts

Color Guard and National Anthem

Platinum Partners Remarks

Gold Partners Remarks

Invocation

Keynote Speaker:

Glenn Hegar, Texas Comptroller of Public Accounts

1:30 p.m. – 4:30 p.m. **Exhibit Hall Reopens**

(Concurrent Workshops are held on the Second Floor)

2:30 p.m. – 3:30 p.m.



Statewide Contracts

(Meeting Room 1)

This panel discussion will increase your knowledge of Texas Statewide Term Contracts, TXMAS Contracts, the TxSmartBuy purchasing system and the Vendor Performance Tracking System.

Facilitator: Jackie Klaus, TXMAS Contract Manager, Statewide Procurement Division, Texas Comptroller's office

Panelists: Yvette Marietta, CTPM, CTCM, Contract Manager Team Lead, Statewide Procurement Division, Texas Comptroller's office

Richard San Jose, CTPM, CTCM, TXMAS Program Coordinator, Statewide Procurement Division, Texas Comptroller's office

Erin Bennett, Team Lead, Systems Analyst, Statewide Procurement Division, Texas Comptroller's office

Sara Kassem, MPA, CTCM, Vendor Performance Coordinator, Statewide Procurement Division, Texas Comptroller's office



Alternative Sources of Capital for Veterans

(Meeting Room 2)

"Where do I secure startup or growth capital?" is the question on every veteran entrepreneur's mind. This workshop will provide introductory information on a variety of capital sources and discuss how to position you or your company for capitalization.

Presenters: Robyn S. Provost, MBA, Navy Veteran, Veteran Entrepreneur Program, Texas Veterans Commission



Contracting with Universities

(Meeting Room 3)

This workshop will provide information on contracting with local universities and recruiting HUB vendors.

Facilitator: Norma Barrera, Director of Purchasing and Contracts and HUB Office, Texas Education Agency

Panelists: (TBA)



How HUB Certification and TXDOT Help Connect With The Power of HUBs:

(Meeting Room 4)

The Texas Comptroller's office will provide information on how to become HUB-certified and registered on the state's Centralized Master Bidders List (CMBL). Learn how to open, use and update your online profile for the HUB and CMBL directories. Learn how to navigate the Texas Department of Transportation website.

Presenters: Paul Gibson, Manager, Statewide HUB Program, Statewide Support Services Division, Texas Comptroller's office

Vincent Lake, Program Specialist, CMBL Statewide Procurement Division, Texas Comptroller's office

Carlos Balderas, Statewide Outreach and Reporting Director/HUB Program Director, Office of Civil Rights, Texas Department of Transportation



What is a Mentor Protégé Program?

(Meeting Room 5)

This workshop will provide a general overview of the Mentor-Protégé Program. Panelists from several state agencies will discuss how their programs operate, and how they create opportunities for contracting and subcontracting with the state. Get an insider's view of how agencies assist in the pairing of companies. Come away with a complete list of dos and don'ts.

Facilitator: Sherice Williams, HUB Operations Manager, Health and Human Services System

Panelists: (TBA)

KEYNOTE SPEAKER



Glenn Hegar, Texas Comptroller of Public Accounts

Elected in November 2014, Texas Comptroller Glenn Hegar serves as Texas' treasurer, check writer, tax collector, procurement officer and revenue estimator.

Hegar is a sixth-generation Texan, who grew up farming land that has been in his family since the mid-1800s.

Before becoming Comptroller, Hegar served in the Texas House of Representatives and the Texas Senate, and also served as chair of the Sunset Advisory Commission, which works to eliminate inefficiency in government agencies.

Hegar attended Texas A&M as an undergraduate, where he earned a Bachelor of Arts. He then attended St. Mary's University, earning a Master of Arts and his law degree. At the University of Arkansas, he earned a Master of Laws degree.

Glenn and his wife Dara have three young children — Julia, Jonah and Claire.

MAKE THIS EVENT WORK FOR YOU

Gain Insight from the Workshops

- Maximize your time by:
 - » Attending the workshops that are most relevant to your business goals for 2016-17.
 - » Attending the workshops your potential clients may attend. By attending a workshop you're familiar with, you can demonstrate knowledge by asking questions and offering insights, but be brief. As the Expo ends, mingle with people. Talk with presenters if you feel the relationship would benefit you.
- Take notes.
- Listen to others who ask questions.
- Speak with the conference organizer about participating on a panel at the next Expo.

Network with Exhibitors and Fellow Attendees

- Be prepared to deliver a 1-2 minute *"elevator speech"* showcasing your business. Be mindful of exhibitor's limited time.
 - » Your name, company name, type of business, location, previous clients.
 - » Brief statement of why you and your business should be considered.
 - » Ask if you may give exhibitor your business card.
- Schedule a follow-up appointment or phone call on the spot. (This ensures that you have the one-on-one time your business deserves and frees up the exhibitor's time to greet other attendees.)
- Make notes on business cards as you receive them. This will jog your memory and show that you are both interested and organized.
- **This is an opportunity to network and make NEW contacts.**
- Be selective about the literature you take to avoid being overwhelmed by volume.
- Touch base with new contacts in a timely manner to show that you have initiative and are interested in what you discussed. People working an event see hundreds of individuals in a day – make sure they see you again a few days later in their inbox or hear from you by voicemail.

Make it Work Even After Today!

- After the event, prioritize your list of contacts.
- Develop a list of action items.
- Make sure your online presence is up to date.
 - » HUB/CMBL Profile
 - » Your Website
 - » Social Networks
- Write yourself a report on *"lessons learned."* Review this report before attending your next event.

STATEWIDE HISTORICALLY UNDERUTILIZED BUSINESS (HUB) PROGRAM

Each state agency shall make a good faith effort to utilize HUBs in contracts for construction, services (including professional and consulting services) and commodities purchases. (34 TAC §20.13)

In fiscal 2015, Texas awarded more than \$2 billion in contracts – including more than \$785 million in subcontracts – to companies certified as Historically Underutilized Businesses (HUBs). Be ready when opportunity knocks by certifying your minority-owned, woman-owned, or service disabled veteran-owned business through the Statewide HUB Program at the Texas Comptroller of Public Accounts.

A "Historically Underutilized Business"...

is at least 51% owned by an:

- Asian Pacific American,
- Black American,
- Hispanic American,
- Native American,
- American woman or
- Service disabled veteran,

and is a for-profit entity that has not exceeded the size standards prescribed by 34 TAC §20.23, and has its principal place of business in Texas, and has an owner residing in Texas with a proportionate interest that actively participates in the control, operations and management of the entity's affairs.

Benefits of HUB Certification

- HUB certification is free of charge.
- Certification is valid for 4 years, provided that business continues to meet the eligibility requirements.
- Your business is registered on the Comptroller's Web-based HUB Directory. State agencies use the HUB Directory in conjunction with the Comptroller's Centralized Master Bidders List (CMBL) to solicit bids from certified HUBs for state purchasing and public works contracts. Prime contractors also use the HUB Directory to identify HUBs to whom they will send notification of their subcontracting opportunities.
- Increased exposure to the general public, as well as other entities who have a supplier diversity program and are searching for minority, woman-owned and service disabled veteran-owned businesses.



Apply for HUB certification today at www.window.state.tx.us/procurement/prog/hub/hub-certification/ or to get additional information on the HUB Program, go to www.Texas4HUBs.org.